their sales and deliveries direct from the cars in team track delivery yards. During this same period local receivers were heavily financing California growers and shippers and frequently had more money tied up in the producing districts than they had left to conduct their business here. It might be news to some to know that for a period some Pittsburg receivers largely controlled the distribution of cantaloupes originating in the Imperial Valley. In this same period receivers speculated heavily and shortages and congestions were common place. As high as 150 to 200 cars of cantaloupes and 1,500 cars of juice grapes might be here on track at one time.

During the ensuing period we progressed in stages from bulk to fully packaged produce, from hucksters to small produce stands, from no protection for perishables on to refrigerated stands and rooms for protecting and merchandising produce. It was at the latter stage that the staple foods merchants became aware that produce could be profitably handled in connection with merchandising non-perishable foods. This combination met with favor by the consumer so the small produce stands passed out and the "Super Food Markets" came in. These first opened up at selected locations in the cities and towns. Now they are mostly located at so-called shopping centers established at outside points where large parking spaces are provided for customers' automobiles. The city consumers today, quite largely, go to the country to buy their food supplies.

Today there is practically no speculative buying and shippers or growers require little or no financing by eastern receivers. Schedule performance is more dependable and planning and ordering of shipments are based on current requirements. Consequently rarely are there any shortages or any real congestion at markets. All seasons have become fresh fruit and vegetable seasons. Many PFE cars are unloaded onto the platform on arrival and are moving west as empties within six hours after arrival.

Each and every PFE employee, in the performance of his daily duties, contributed to this transition.

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